



U.S. Postal Service Competition Report Fiscal Year 2014

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PROMOTING COMPETITION AND BEST VALUE

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I. Results of FY2014 Competition

This competition report conveys the efforts of the U.S. Postal Service® efforts towards promoting competition and obtaining best value. In FY2014, the Postal Service continued to expand its efforts to promote competition through the execution of various strategies, tools, and programs. These efforts included:

- a. Educating the buying organizations.
- b. Targeting supplier outreach aimed at increasing the pool of suppliers..
- c. Developing reports that identify expiring contracts.
- d. Conducting presentations and briefings that promote competition and drive towards best value.

This report illustrates the positive results and highlights the programs that were executed to improve contract planning and to promote competition. The report also contains contracting data and information about noncompetitive purchases valued at \$1 million (M) or greater that were reviewed by the Competition Advocate (CA).

In FY2014, the Postal Service committed over \$6.8 billion (B) in contracting actions and awarded \$5.6B or 81.9% of those actions competitively. When compared to FY2013, the Postal Service committed over \$5.9B in contracting actions and awarded \$4.9B or 84.2% of those actions competitively. *We benchmarked these results against the information reported via the Federal Procurement Data System–Next Generation (FPDS-NG). In FY2014, the federal government reported that 66.28% of the total contracting actions were awarded competitively. If you remove the Department of Defense (DOD) contracting data, the percentage of competitive contracts reported for all other federal agencies is 80.01%.

In FY2014, the CA reviewed 82 Noncompetitive Purchase Requests (NPRs), with an estimated committed value of \$2.1B over a period of 5 years. When compared to FY2013, the CA reviewed 61 NPRs with an estimated committed value of \$631.9M over a period of 5 years.

These results represent a significant increase in the dollar value of NPRs submitted to the CA for review in FY2014 compared to FY2013. The uptick in NPRs issued in FY2014 is the result of an increase in overall contract commitments and 11 large NPRs that were issued with an estimated value of \$1.6B and is later explained in this report.

- Although we benchmark our results against FPDS-NG, the Postal Services competitive coding and practices differ slightly from FPDS-NG.

II. Competition Advocate Role

The CA is responsible for promoting competition in the Postal Service. The CA must maintain a program that includes identifying, tracking, and following up on actions to remove barriers to competition. The CA is responsible for the following:

- a. Challenging barriers to the competition of Postal Service requirements.
- b. Assisting purchase/supply chain management (SCM) teams in the development of effective SCM solutions and obtaining best value.
- c. Providing independent advice to contracting officers (COs) about proposed noncompetitive purchases of \$1M or greater.
- d. Producing an annual report on noncompetitive purchasing activity.

The CA is appointed by the vice president, Supply Management (SM) (see Appendix A) and the CA's role and responsibilities are defined in 2-10, Determine Extent of Competition, of the Postal Service's *Supplying Principles and Practices* (SPs and Ps), and Management Instruction (MI) SP S2-2015-1, *Noncompetitive Purchases*.

The complete SPs and Ps can be found internally on the USPS® intranet site:

<http://blue.usps.gov/policy/> and externally at: <http://about.usps.com/manuals/spp/html/welcome.htm>.

The MI is available internally on the Postal Service intranet site:

<http://blue.usps.gov/cpim/ftp/manage/sps2151.pdf>. See Appendix E for a copy of the MI.

III. Contracting Authority/Responsibility, Systems, and Contracting Data

Contracting Authority/Responsibility

The authority and responsibility for all procurement contracting actions within the Postal Service (with the exception of real estate and related services contracts) are consolidated within the Supply Management (SM) organization. Real estate contracting authority is delegated to the vice president, Facilities.

As provided in Handbook AS-709, *Local Buying and Purchase Card Policy and Procedures*, local purchases of up to \$10 thousand (K) can be executed by individuals through delegated local buying authority. Local purchases and contract actions valued at less than \$10K are not subject to the competition requirements. Table 1 provides the approval levels for noncompetitive contract actions.

Table 1: Level of SM Approval for Non-Competitive Contract Actions	
Estimated values of proposed contract action	Approval by:
\$10K to \$250K	CO/Manager
>\$250K to \$10M (except for Professional & Consultant Services)	Portfolio Manager
\$10 million or greater	Vice President
\$1 million if Professional & Consultant Services	Vice President

Contracting Systems and Capture of Competitive/Noncompetitive Contract Action Classifications

Postal Service contracting actions are captured within one of three contracting systems: CAMS, TCSS, and eFMS. Contract actions are defined as new contract, delivery order, task order, work order, and modification to or termination of a contract. To promote data consistency across the contracting systems, the same competitive classification codes are maintained in all three contracting systems.

Contract Authoring and Management System (CAMS)

CAMS is a commercial-off-the-shelf (COTS) system that supports the purchase of supplies, services, equipment, and mail transportation (excluding surface transportation). In FY14, the system underwent a significant upgrade. The upgrade provided ease of use, improved navigation, dashboard reporting, and other features that will help to streamline contract administration.

Contracting actions are coded using the following competition classification codes:

- a. Below Competitive Threshold (BCT) (less than \$10K).
- b. Competitive.
- c. Competitive — Simplified Purchasing.
- d. Noncompetitive — Compelling Business Interests.
- e. Noncompetitive — Industry Structure or Practice.
- f. Noncompetitive — Sole Source.
- g. Noncompetitive — Superior Performance.
- h. Ordering Agreements — Comp Code Not Applicable.

- i. Required Source — Policy/Legally Mandated.
- j. Required Source — Regulated Utility.
- k. Unauthorized Commitment.

For purposes of this report, the Below Competitive Threshold (BCT) actions are excluded because they are exempt from the competition requirements. All other classifications other than competitive are considered noncompetitive.

From October 1, 2013, to September 30, 2014, there were a total of 7,416 contract actions executed equal to or above the competitive threshold (\$10K) with commitments totaling \$5.6B in CAMS. The commitment value of competitive contracting actions in CAMS equaled \$4.3B or 78% of total CAMS contract actions. The number of competitive contracting actions totaled 5,576 or 75% of total contracting actions in CAMS.

See Appendix C for more details related to CAMS contract actions.

Transportation Contract Support System (TCSS)

TCSS is a custom-built Postal Service system. TCSS is used to manage highway transportation contracts and payment processes. It supports the award of new contracts, modification to contracts, and renewal of contracts. Renewals of contracts are considered outside the scope of the competitive requirements because Title 39, Chapter 50, Section 5005, allows for contracts to be renewed at the existing rate by mutual agreement between the contractor or subcontractor and the Postal Service. The renewal business process requires the comparison of the existing rate to comparable contract rates and to proceed with the renewal only when the rates are competitive with similar contracts. These renewals are not included in the competitive/noncompetitive reporting due to the Title 39 requirements.

From October 1, 2013, to September 30, 2014, there were a total of 1,169 contract actions, (less renewals) executed equal to or above the competitive threshold (\$10K) in TCSS with commitments totaling \$886M. The commitment value of competitive contracting actions equaled \$886M or 99% of total contract actions. The number of competitive contracting actions totaled 1,168 or 99.9% of total contracting actions.

The committed values of the contracts were calculated by multiplying the annual value of the contract by the contract term because TCSS only captures the annual value of the contract to calculate payments. See Appendix D for more details related to the TCSS contract actions.

Note: From October 1, 2013, to September 30, 2014, there were a total of 2,715 renewal fixed-price contract actions executed equal to or above the competitive threshold (\$10K) in TCSS with commitments totaling \$2.02B. As stated above, these actions are not included in the competitive/noncompetitive classification due to Title 39 requirements but are included here for general information.

Facilities Management System (eFMS)

eFMS is a custom-built Postal Service system. eFMS is used to manage work orders, contracts, and payments for facility construction, repair, and alteration contracts, along with real estate contracts. As noted above, contracting authority for real estate contracts has been delegated by the Postmaster General to the vice president, Facilities, and therefore such activity is not within the scope of this report. Facility construction and repair and alteration contracts are managed within SM.

From October 1, 2013, to September 30, 2014, there were a total of 4,348 contract actions executed equal to or above the competitive threshold (\$10K) in eFMS with commitments totaling \$348.6M. The commitment value of competitive contracting actions equaled \$345M or 98.9% of total contract actions. The number of competitive contracting actions equaled 4,280 or 98.4% of total contracting actions.

See Appendix E for more details related to eFMS contract actions.

Summary of Contracting Actions

Table 2 provides the total commitments and contracting actions across the three contract management systems for the October 1, 2013, to September 30, 2014, reporting period.

Table 2: Aggregated Competition Classifications					
System	Competitive/Noncompetitive Classification	Committed \$	# of Contract Actions	% of Total Committed \$	% of Total Contract Actions
CAMS	Competitive	\$4,376,849,132	5,576	64.0%	43.1%
eFMS	Competitive	\$345,025,118	4,280	5.0%	33.1%
TCSS	Competitive	\$886,522,202	1,168	13.0%	9.0%
	Competitive Total	\$5,608,396,452	11,024	81.9%	85.2%
CAMS	Noncompetitive	\$1,231,920,779	1,840	18.0%	14.2%
eFMS	Noncompetitive	\$3,549,123	68	0.1%	0.5%
TCSS	Noncompetitive	\$14,621	1	0.0%	0.0%
	Noncompetitive Total	\$1,235,484,523	1,909	18.1%	14.8%
Grand Total		\$6,843,880,975	12,933		

This report does not include Highway Contract Renewals (HCRs) reported in the TCSS contracting system.

Sixty-one federal departments reported contract actions and commitments via the Federal Procurement Data System – Next Generation (FPDS-NG) and classified them as competitive or noncompetitive during the same reporting period as the Postal Service. This information is available via an annual Federal Procurement Data System Next Generation Competition Advocate report. For the period spanning October 1, 2013, to September 30, 2014, the FPDS-NG CA report identified \$444.6B in contract commitments of which 66.2% were awarded competitively. This compares to \$6.8B in contract commitments reported by the Postal Service, of which 81.9% were awarded competitively.

See Appendix F for more details related to the FPDS-NG Competition Advocate report.

IV. Competition Advocate Reviews of NonCompetitive Purchase Requests of \$1M or Greater

Competition Advocate Role and Reviews

The CA must complete an independent review of all noncompetitive purchase requests (NPRs) valued at \$1M or greater and provide feedback and comments to responsible COs. The COs must consider any comments and concerns raised by the CA in their evaluation and recommendation concerning the NPR and the proposed supplier. The NPRs are submitted to the COs by the requiring organizations once the purchase/SCM team makes a preliminary purchase method recommendation to proceed noncompetitively.

From October 1, 2013, to September 30, 2014, the CA reviewed and commented on 82 requests with a total estimated contract value of \$2.1B. The requests ranged from short-term contract modifications of a few months to long-term extensions over multiple years. The requested value included in the NPR is based on the estimated future spend by the requiring organization. Each request may be executed by the CO via a single contract action or via multiple actions within the value defined in the NPR.

The full value of the NPR may not be committed if the CO negotiates a lower price or if the contract contains options that are not exercised or if the request is cancelled. Table 3 outlines the total NPR estimated value by fiscal year.

Fiscal Year	NPR Requested Value
FY14	\$459,118,121
FY15	\$871,453,242
FY16	\$571,096,750
FY17	\$231,755,744
Total	\$2,133,423,857

Each NPR must be based on one of the four following business scenarios:

- a. Sole Source.
- b. Industry Structure or Practice.
- c. Compelling Business Interests.
- d. Superior Performance.

Table 4 provides the details related to each business scenario justification.

Table 4: Business Scenario Justification				
Business Justification	Count	Requested Value	Percent of Requests	Percent of Value
Compelling Business Interests	56	\$1,698,248,796	79.6%	68.3%
Sole Source	19	\$227,375,061	10.7%	23.2%
Industry Structure or Practice	5	\$195,000,000	9.1%	6.1%
Superior Performance	2	\$12,800,000	0.6%	2.4%
Grand Total	82	\$2,133,423,857	100%	100%

Table 5 provides details related to the value and total requests by the Executive Leadership Team (ELT) member organization.

Table 5: Value and Requests by Executive Leadership Team				
ELT	Count	NPR Estimated \$ Value	Percent of NPR \$ Value	Percent of NPR Count
CFO	6	\$78,750,000	3.7%	7.3%
CHRO	5	\$18,824,079	0.9%	6.1%
CIO	49	\$1,491,274,717	69.9%	59.8%
CMSO	2	\$13,000,000	0.6%	2.4%
COO	17	\$523,073,216	24.5%	20.7%
GC	2	\$3,101,845	0.1%	2.4%
PMG	1	\$5,400,000	0.3%	1.2%
Total	82	\$2,133,423,857	100.0%	100.0%

Overview of High-Value Noncompetitive Contract Actions

In FY14, the CA reviewed 11 NPRs with estimated commitment values greater than \$50M, totaling \$1.6B or 75.1% of the total commitment value of NPRs submitted. The majority of these large NPRs were required to provide support services and upgrades for our aging IT Infrastructure and customized software applications. Many of the Postal Services legacy systems were designed and developed by original equipment manufacturers and the suppliers remain the practical sole source to provide the support needed to maintain these systems. The size and scale of our IT Infrastructure also limits opportunities for competition.

We also issued two large NPRs to ensure continuity of service and minimize the risk of service failure related to air transportation service. Below is information about these larger dollar value NPRs that were issued in FY2014.

Chief Information Officer (CIO) Organization:

- Multiple non-competitive contracts were issued to extend contracts that provide enterprise technology services. The contracts were extended for a short period of time to allow the purchasing team more time to compete the requirements in FY15. The estimated value of the contract extensions are \$770M. All of the contracts were initially awarded competitively.
- A new non-competitive contract was issued to provide software licenses, maintenance, and technical support for 29 major USPS systems. The contract was awarded to a supplier that holds proprietary rights to the software. The contract was issued for a period of 5 years with an estimated value of \$150M.
- An NPR was issued to extend a contract to continue to use a system that provides performance measurements for various mailing services. The system has been in place since 2002 and is highly customized. The team is in the process of conducting requirement analysis, with plans to possibly insource some of the work in 2015. The estimated commitment value of the contract was \$67.7M for a period of 2 years.
- A non-competitive contract was issued to upgrade and enhance the software system for Postal Service automation equipment. The contract was awarded to the supplier that designed the system software and holds a patent for the technology. Other portions of the requirements were unbundled and competitively awarded. The estimated value of the 4-year contract is \$73M.

Chief Operating Officer (COO) Organization:

- An NPR was issued to extend a contract with a supplier that manufactures Postal Service unique locks and keys. The supplier holds proprietary rights to the locks and keys and has been supplying the lock and keys to the Postal Service for over 10 years. The team issued a 4-year contract with options to extend to up to 10 years. The estimated value of the 10-year contract is \$67.8M.
- An NPR was issued to extend a contract to ensure continuity of services for air transportation service in war zones that has limited service providers that could meet our schedule requirements. By extending the contract, the Postal Service was able to lock in existing rates. The estimated commitment value of the 2-year contract is \$111M.
- An NPR was issued to award a new contract to provide domestic air transportation services. The contract was required to minimize the risk associated with air transportation capacity limits with existing air transportation suppliers and to ensure continuity of service for domestic air transportation. The contract was issued for a period of 4 years with an estimated value of \$286M.

V. SM Strategies, Tools, and Programs Used to Promote Competition in FY2014

The Postal Service devoted a significant amount of effort and resources throughout the year to increase competitive opportunities. In FY2014, the Postal Service continued to focus on promoting competition to obtain best value in the contracting process by executing the following strategies, tools and programs:

Competition Advocate Internal Webpage

- The Competition webpage helps to educate employees on the benefits of competition. The webpage includes guidance and information about the benefits of competition, training materials, and forms.

Report of Significant Expiring Contracts

- The CA issues a quarterly report of expiring contracts to all USPS vice presidents. The report identifies all significant contracting actions that will be expiring in the next nine months. The report was developed to increase the visibility of the non-competitive actions among the Postal Service executives, improve the purchase planning process, and reduce the number of non-competitive contracts that were issued due to lack of planning. The report facilitates a process whereby the COs connect with their internal business partner and document planned contracting actions for each of the expiring contact actions listed on the report.

Simplified Purchasing

- The simplified purchasing process is a streamlined competitive purchasing process used to purchase commercially available goods and services valued at \$10K to \$250K. Simplified purchasing helps promote competition for small buys and can (a) reduce administrative costs, (b) promote efficiency and economy in contracting, and (c) lessen unnecessary burdens on both the Postal Service and its suppliers.

Supplier Communications and Supplier Webpage

- SM communicated with its suppliers through multiple channels including: Supplier webpage on usps.com, *Re: Supply* newsletter, supplier email list, supplier conferences, and supplier outreach programs. SM developed a robust supplier webpage that provides suppliers with information on “*How to Do Business with USPS*” and register to become a new supplier. These communication vehicles help promote a clearer understanding within the supplier community of the needs of the Postal Service and promote competition and supplier diversity by identifying the process for suppliers to register to become a new supplier via USPS eSourcing supplier registration tool.

Competition Advocate Communications

The CA promoted competition through the following communications:

- a. Developed briefings and training materials that were shared with SM employees and all new officers to help promote competition.
- b. Reviewed NPRs and made recommendations to issue short-term extensions for contracts when lack of planning or emergency buys were indicated as justification in the NPR.
- c. Conducted one-on-one communication with COs to help develop competitive sourcing strategies.
- d. Conducted meetings with requiring organizations to discuss the role of the CA, to promote early involvement of the SM organization in sourcing decisions, and to incorporate competition as a sourcing strategy when appropriate.
- e. Conducted meetings with suppliers to discuss the role of the CA and to encourage them to register their interest in doing business with the Postal Service via eSourcing.

Supplier Outreach

Supplier outreach is the cornerstone of our commitment to supplier diversity and is the primary vehicle to increase the pool of suppliers for the Postal Service. Last year, the SM organization participated in 30 outreach activities sponsored by industry, congressional, and federal advocacy groups allowing the Postal Service to reach a broad and diverse audience of over 27,000. These outreach activities consisted of match-maker sessions, supplier forums, panel discussions, exhibits, business exchanges, and workshops all focused on sharing information about USPS purchasing and buying activities and increasing USPS' understanding of supplier capabilities in the marketplace.

Throughout the year, SM professionals also participate in one-on-one capability briefings that provide potential suppliers information on how to navigate the postal marketplace and USPS points of contact that provide details on commodity-specific contracting. SM liaisons also provide technical advice, program guidance, and policy interpretation on the USPS Corporate Supplier Diversity Plan. The USPS website has a supplier portal that includes virtually everything a prospective supplier or an existing supplier needs to know about doing business with the Postal Service — from registering the company to licensing agreements.

USPS maintains membership in several supplier diversity and development organizations (with a combined total of over 40,000 members) to promote and augment USPS strategies and tools to promote competition. SM professionals use a series of sourcing processes to capture supply data and knowledge to build a dynamic supplier base. They continuously assess the marketplace for drivers of market segments, industry trends, and impact of new technology, competitive dynamics, and supplier characteristics to identify suppliers that meet our national or regional demands.

All of these engagement activities have allowed Supply Management to receive the following noteworthy recognition in FY14:

- a. The Top Government Agency for Multicultural Business Opportunities — *DiversityBusiness.com*.
- b. Featured article on USPS Supplier Diversity — SAVOY Magazine.
- c. Chair of OSDBU Interagency Collaboration Committee.
- d. National Minority Supplier Development Council — Public Sector Organization.
- e. Chair of Capital Region Minority Supplier Development Council's Procurement Committee.

eSourcing – Supplier Registration Tool

The Postal Service uses an electronic sourcing solution to enhance and streamline the competitive sourcing practices. eSourcing is a COTS software solution that supports electronic supplier registration, requests for information, requests for proposal, requests for quotes, reverse auctions, and combinatorial optimization events.

In FY2014, we had over 13,000 suppliers registered in eSourcing and were eligible to be invited to bid on competitive solicitations. Suppliers were encouraged to register through the *Re: Supply* newsletter, CO communications, FedBizOps, and supplier outreach events.

The eSourcing tool promotes competition and helps the Postal Service and suppliers streamline the competitive sourcing process by combining the proposal submittal and evaluation process into one solution. This significantly reduces the time between activities that are often seen in the traditional paper-based proposal process.

Category Sourcing Strategy Plans (CSSP)

Supply Management Portfolio teams developed CSSPs for commodities that represent 80% of total spend under contract. The CSSP process is used to identify the market trends, analyze category spend, determine the extent of competition and supplier diversity within the supply base, and evaluate future business needs. This results in the development of best-value sourcing strategies. CSSPs are updated each year, shared with internal business partners, and reviewed by SM managers to help promote competition, improve project planning, and optimize the supplier base.

Electronic Catalogs and National Contracts

The Postal Service implemented national contracts to streamline repetitive buys for products that are used across the organization. Products offered on national contracts are made available to employees as catalogs using the eBuy2 system. We have implemented over 92 electronic catalogs to streamline the sourcing process. In FY14, we processed over 2.2 million requisitions through the eBuy2 system. Contracts are generally competed and issued to one or more suppliers. In those circumstances where more than one supplier is on catalog, competition occurs not only at the initial contract award, but through ongoing competition throughout the contract lifecycle. The eBuy2 system allows purchasers to compare similar items from different suppliers to make the best value decision. Catalog suppliers are permitted to reduce their prices throughout the contract term. This produces ongoing competition amongst the suppliers beyond the initial contract award.

SM/CFO Monthly Reports

SM has developed a set of centralized and standardized dashboard reports. The dashboard reports are updated weekly and report contracting performance and metrics against SM goals. Monthly SM/CFO contract and spend reports are produced that provide management visibility to the past and future sourcing actions underway within the organization. The report contains multiple sub-reports related to spending trends: spend with top suppliers; contracting actions for the month; significant long-term contracts; and future sourcing actions in the pipeline with preliminary sourcing plans. These reports help raise the visibility of current and future sourcing actions and initiate earlier dialog on how to improve competition and achieve best value.

VI. Barriers to Competition in FY2014

The levels of competition achieved will vary each year depending on the types of products or services required, the availability of suppliers in the marketplace, supplier capabilities, and other factors including when contracts are expiring. In FY2014, the dollar value of competitive contracts increased by \$700M compared to FY13 and the percentage of total competitive contracts decreased slightly by 2.3% compared to FY13 results (see Table 6).

Table 6: Competitive Dollars by Fiscal Year				
	FY11	FY12	FY13	FY14
Competitive Dollars	\$1.2B	\$3.9B	\$4.9B	\$5.6B
% Competitive Contract Dollars	78.8%	78.9%	84.2%	81.9%

Note: FY11 only represents a half year of data.

Some examples of barriers to competition during FY2014 within the Postal Service were the following:

- Size and Scale of Postal Service Infrastructure:** The size and scale of the Postal Service's operations, many of our IT solutions and mail processing equipment limits opportunities for competition. Many of the systems are customized and designed specifically to meet our business requirements. Given the complexity to design, deploy, and support these large systems, competition can be cost prohibitive and limited to the initial supplier until the system no longer meets the needs of the business.
- Lack of Advanced Planning and Stop Gap Measures:** Despite efforts to communicate when contracts are expiring, lack of advance planning continues to hinder efforts to compete opportunities. In FY14, thirty percent of the NPRs submitted may have been competed if requirements would have been completed earlier. There were also several instances where noncompetitive requests to extend an existing contract were issued for a short period of time to give the team more time to complete market research and compete the requirements.
- Sole Source:** In FY14, 22 percent of the NPRs submitted were issued to Sole Source suppliers. Much of our legacy software, equipment, or parts for the equipment are only provided by the original equipment manufacturer (OEM) or sub-contractor who worked on the project during initial implementation. OEM suppliers hold patents, license, or proprietary rights that prohibit us from using other suppliers. Extensive and costly reverse engineering would be required to introduce competition in these instances. Reverse engineering also requires specially trained and skilled engineering and specialized resources to execute efficiently.

VII. Summary

This report demonstrates the Postal Service's continued efforts to promote competition through the execution of numerous strategies, programs, and tools. Through these efforts, we are starting to see mindset changes in the organization where contracts that were historically awarded noncompetitively, are now being reviewed to determine if the requirements can be unbundled or changed, and market research is being updated to identify other potential suppliers in the marketplace that can satisfy the requirements.

While not all requirements are best suited for competition, the CA review of the requirements to promote competition is prompting thorough evaluation. One contributing element of this progress is our commitment to supplier outreach, which is the cornerstone of our commitment to supplier diversity and is the primary vehicle to increase the pool of suppliers for the Postal Service. Furthermore, the organized Commodity Sourcing Strategy Planning (CSSP) process and quarterly review of contracts expiring, which are executive-level activities, provide a platform to promote competition. The Postal Service is committed to promoting competition and achieving best value solutions.

The United States Postal Service FY2014 Competition Report was prepared by Donna L. Schoenbeck, Competition Advocate.

APPENDIX A

Contract Commitments and Competitive Classifications for CAMS – 80 Percent of Total Commitment Dollars

From October 1, 2013, to September 30, 2014, there were a total of 7,416 contract actions executed equal to or above the competitive threshold (\$10K) with commitments totaling \$5.6B in CAMS. The actions included commitments and de-commitments. The following table highlights the top 80 percent of supplier commitments based on commitment totals and includes the competitive classification breakdown by supplier.

Supplier Name	Competitive Classification	Sum of Committed \$	Contract Actions	% of Total	Cumulative %
FEDERAL EXPRESS CORPORATION	Competitive	\$1,438,165,190	1		
FEDERAL EXPRESS CORPORATION Total		\$1,438,165,190	1	25.7%	25.7%
VICTORY PACKAGING	Competitive	\$211,986,500	26		
VICTORY PACKAGING Total		\$211,986,500	26	3.8%	29.4%
UNITED AIRLINES INC	Competitive	\$202,646,748	4		
UNITED AIRLINES INC Total		\$202,646,748	4	3.6%	33.1%
ACCENTURE FEDERAL SERVICES	Competitive	\$115,298,470	128		
	Noncompetitive - Superior Performance	\$38,356,790	12		
	Competitive - Simplified Purchasing	\$20,197,815	7		
	Noncompetitive - Compelling Business Interests	\$3,776,927	12		
ACCENTURE FEDERAL SERVICES Total		\$177,630,003	159	3.2%	36.2%
KALITTA AIR, LLC	Noncompetitive - Compelling Business Interests	\$115,262,281	2		
	Competitive	\$52,971,741	1		
KALITTA AIR, LLC Total		\$168,234,022	3	3.0%	39.2%
HP ENTERPRISE SERVICES LLC	Competitive	\$99,255,050	164		
	Noncompetitive - Superior Performance	\$23,103,404	29		
	Noncompetitive - Compelling Business Interests	\$16,844,442	19		
	Noncompetitive - Sole Source	\$3,740,569	2		
HP ENTERPRISE SERVICES LLC Total		\$142,943,465	214	2.5%	41.8%
UNIVERSAL MCCANN	Competitive	\$122,679,401	4		
UNIVERSAL MCCANN Total		\$122,679,401	4	2.2%	44.0%
DELTA AIR LINES INC	Competitive	\$120,195,652	1		
DELTA AIR LINES INC Total		\$120,195,652	1	2.1%	46.1%
NORTHROP GRUMMAN INFORMATION	Noncompetitive - Compelling Business Interests	\$46,876,151	44		
	Competitive	\$43,548,153	69		
	Noncompetitive - Superior Performance	\$2,978,826	11		
	Noncompetitive - Sole Source	\$382,982	1		

Supplier Name	Competitive Classification	Sum of Committed \$	Contract Actions	% of Total	Cumulative %
	Noncompetitive - Industry Structure or Practice	\$170,223	1		
NORTHROP GRUMMAN INFORMATION Total		\$93,956,335	126	1.7%	47.8%
HONEYWELL	Competitive	\$76,970,429	1		
HONEYWELL Total		\$76,970,429	1	1.4%	49.1%
HEWLETT PACKARD CO	Competitive	\$67,497,927	188		
	Noncompetitive - Compelling Business Interests	\$6,205,417	15		
	Noncompetitive - Sole Source	\$432,922	3		
	Competitive - Simplified Purchasing	\$215,424	2		
HEWLETT PACKARD CO Total		\$74,351,689	208	1.3%	50.5%
	Noncompetitive - Compelling Business Interests	\$50,853,857	18		
IBM CORP	Noncompetitive - Sole Source	\$13,455,493	27		
	Competitive	\$5,495,309	5		
	Noncompetitive - Industry Structure or Practice	\$1,839,883	4		
IBM CORP Total		\$71,644,542	54	1.3%	51.8%
CHRYSLER GROUP LLC	Competitive	\$70,608,098	2		
CHRYSLER GROUP LLC Total		\$70,608,098	2	1.3%	53.0%
AMERICAN AIRLINES INC	Competitive	\$62,890,358	1		
AMERICAN AIRLINES INC Total		\$62,890,358	1	1.1%	54.1%
MATHESON FLIGHT EXTENDERS INC	Competitive	\$60,681,501	8		
	Noncompetitive - Compelling Business Interests	\$225,691	1		
MATHESON FLIGHT EXTENDERS INC Total		\$60,907,192	9	1.1%	55.2%
INTERNATIONAL BUSINESS MACHINES	Noncompetitive - Sole Source	\$40,251,795	6		
	Noncompetitive - Compelling Business Interests	\$11,498,736	16		
	Competitive	\$7,818,097	7		
INTERNATIONAL BUSINESS MACHINES Total		\$59,568,629	29	1.1%	56.3%
	Noncompetitive - Compelling Business Interests	\$37,224,964	8		
EMC CORPORATION	Competitive	\$17,154,542	8		
	Noncompetitive - Industry Structure or Practice	\$2,154,867	3		
	Unauthorized Commitment	\$1,500,000	1		
EMC CORPORATION Total		\$58,034,373	20	1.0%	57.3%
METRO AIR SERVICE INC	Competitive	\$51,455,693	5		
	Noncompetitive - Compelling Business Interests	\$1,259,531	4		
	Unauthorized Commitment	\$15,380	1		
METRO AIR SERVICE INC Total		\$52,730,604	10	0.9%	58.3%
DELOITTE CONSULTING LLP	Competitive	\$50,382,917	122		

Supplier Name	Competitive Classification	Sum of Committed \$	Contract Actions	% of Total	Cumulative %
	Competitive - Simplified Purchasing	\$502,281	1		
DELOITTE CONSULTING LLP Total		\$50,885,198	123	0.9%	59.2%
MCCANN- ERICKSON USA INC	Competitive	\$48,319,210	17		
MCCANN- ERICKSON USA INC Total		\$48,319,210	17	0.9%	60.0%
THE WEST RIVER GROUP	Competitive	\$46,060,360	5		
THE WEST RIVER GROUP Total		\$46,060,360	5	0.8%	60.8%
ALASKA AIRLINES	Competitive	\$45,748,265	6		
ALASKA AIRLINES Total		\$45,748,265	6	0.8%	61.7%
NORTHROP GRUMMAN SECURITY	Noncompetitive - Sole Source	\$44,365,884	4		
NORTHROP GRUMMAN SECURITY Total		\$44,365,884	4	0.8%	62.5%
SHUERT INDUSTRIES INC	Competitive	\$38,460,015	6		
	Noncompetitive - Compelling Business Interests	\$2,247,557	8		
SHUERT INDUSTRIES INC Total		\$40,707,572	14	0.7%	63.2%
PAE APPLIED TECHNOLOGIES LLC	Competitive	\$40,315,928	11		
PAE APPLIED TECHNOLOGIES LLC Total		\$40,315,928	11	0.7%	63.9%
BANK OF AMERICA	Competitive	\$39,000,000	2		
BANK OF AMERICA Total		\$39,000,000	2	0.7%	64.6%
AMERICAN EXPRESS	Noncompetitive - Compelling Business Interests	\$39,000,000	1		
AMERICAN EXPRESS Total		\$39,000,000	1	0.7%	65.3%
NCR CORP	Competitive	\$32,537,157	16		
	Noncompetitive - Compelling Business Interests	\$1,424,422	1		
	Noncompetitive - Industry Structure or Practice	\$60,045	1		
	Competitive - Simplified Purchasing	\$49,670	1		
NCR CORP Total		\$34,071,294	19	0.6%	65.9%
MOTOROLA SOLUTIONS INC	Noncompetitive - Compelling Business Interests	\$21,941,886	12		
	Competitive	\$8,301,009	60		
	Noncompetitive - Sole Source	\$3,602,880	1		
	Competitive - Simplified Purchasing	\$118,150	4		
MOTOROLA SOLUTIONS INC Total		\$33,963,925	77	0.6%	66.5%
M & N AVIATION INC.	Competitive	\$33,574,327	1		
M & N AVIATION INC. Total		\$33,574,327	1	0.6%	67.1%
WORLD WIDE TECHNOLOGY INC	Competitive	\$32,230,013	64		
WORLD WIDE TECHNOLOGY INC Total		\$32,230,013	64	0.6%	67.7%
VITRONIC MACHINE VISION LTD	Noncompetitive - Sole Source	\$30,148,253	3		
	Competitive	\$1,258,661	11		
	Noncompetitive - Compelling Business Interests	\$183,250	1		
VITRONIC MACHINE VISION LTD Total		\$31,590,164	15	0.6%	68.2%

Supplier Name	Competitive Classification	Sum of Committed \$	Contract Actions	% of Total	Cumulative %
INTEGRATED AIRLINE SERVICE INC	Competitive	\$30,821,050	4		
INTEGRATED AIRLINE SERVICE INC Total		\$30,821,050	4	0.5%	68.8%
NEW BREED LEASING OF NJ INC	Competitive	\$25,966,687	7		
	Noncompetitive - Compelling Business Interests	\$4,300,000	1		
NEW BREED LEASING OF NJ INC Total		\$30,266,687	8	0.5%	69.3%
MAGELLAN BEHAVIORAL HEALTH	Noncompetitive - Compelling Business Interests	\$29,650,174	3		
MAGELLAN BEHAVIORAL HEALTH Total		\$29,650,174	3	0.5%	69.9%
TERADATA GOVERNMENT SYSTEMS LLC	Noncompetitive - Sole Source	\$15,977,076	5		
	Noncompetitive - Compelling Business Interests	\$10,479,107	7		
	Competitive	\$1,651,523	3		
TERADATA GOVERNMENT SYSTEMS LLC Total		\$28,107,706	15	0.5%	70.4%
UTILIMASTER CORPORATION	Competitive	\$27,971,543	1		
	Noncompetitive - Compelling Business Interests	\$10,629	1		
UTILIMASTER CORPORATION Total		\$27,982,171	2	0.5%	70.9%
GENERAL DYNAMICS INFORMATION TECHNOLOGY	Noncompetitive - Superior Performance	\$14,507,036	18		
	Competitive	\$10,921,704	24		
	Noncompetitive - Compelling Business Interests	\$1,525,205	3		
GENERAL DYNAMICS INFORMATION TECHNOLOGY Total		\$26,953,945	45	0.5%	71.3%
XO HOLDINGS	Competitive	\$26,711,974	26		
XO HOLDINGS Total		\$26,711,974	26	0.5%	71.8%
MBA CONSULTING SERVICES INC	Competitive	\$26,443,470	81		
MBA CONSULTING SERVICES INC Total		\$26,443,470	81	0.5%	72.3%
AT&T MOBILITY NAT'L ACCTS LLC	Competitive	\$24,703,916	10		
	Noncompetitive - Compelling Business Interests	\$1,200,000	1		
AT&T MOBILITY NAT'L ACCTS LLC Total		\$25,903,916	11	0.5%	72.7%
ECS FEDERAL INC	Competitive	\$25,680,330	18		
ECS FEDERAL INC Total		\$25,680,330	18	0.5%	73.2%
LOCKHEED MARTIN	Noncompetitive - Compelling Business Interests	\$25,337,123	2		
LOCKHEED MARTIN Total		\$25,337,123	2	0.5%	73.7%
PETROLEUM TRADERS CORP	Required Source - Policy/Legally Mandated	\$25,134,458	61		
	Unauthorized Commitment	\$14,721	1		
PETROLEUM TRADERS CORP Total		\$25,149,179	62	0.4%	74.1%
DELOITTE & TOUCHE LLP	Competitive	\$24,296,436	12		
DELOITTE & TOUCHE LLP Total		\$24,296,436	12	0.4%	74.5%
CONVERGYS GOVERNMENT SOLUTIONS LLC	Noncompetitive - Compelling Business Interests	\$16,964,439	4		
	Competitive	\$4,318,645	16		
CONVERGYS GOVERNMENT SOLUTIONS LLC Total		\$21,283,084	20	0.4%	74.9%

Supplier Name	Competitive Classification	Sum of Committed \$	Contract Actions	% of Total	Cumulative %
CEPHEID	Noncompetitive - Sole Source	\$19,992,704	2		
CEPHEID Total		\$19,992,704	2	0.4%	75.3%
ORACLE AMERICA INC	Noncompetitive - Compelling Business Interests	\$17,156,737	27		
	Competitive	\$1,417,979	1		
	Noncompetitive - Industry Structure or Practice	\$938,183	5		
ORACLE AMERICA INC Total		\$19,512,898	33	0.3%	75.6%
WORLDWIDE FLIGHT SERVICES	Competitive	\$18,540,157	3		
	Noncompetitive - Compelling Business Interests	\$376,120	2		
WORLDWIDE FLIGHT SERVICES Total		\$18,916,277	5	0.3%	76.0%
HALLMARK CUSTOM MARKETING INC	Competitive	\$18,000,000	2		
HALLMARK CUSTOM MARKETING INC Total		\$18,000,000	2	0.3%	76.3%
AVAYA GOVERNMENT SOLUTIONS	Noncompetitive - Compelling Business Interests	\$15,649,896	9		
	Competitive	\$1,200,000	1		
AVAYA GOVERNMENT SOLUTIONS Total		\$16,849,896	10	0.3%	76.6%
SIEMENS POSTAL PARCEL	Noncompetitive - Compelling Business Interests	\$7,639,142	4		
	Noncompetitive - Sole Source	\$5,799,940	6		
	Competitive	\$2,565,456	3		
	Competitive - Simplified Purchasing	\$757,023	15		
SIEMENS POSTAL PARCEL Total		\$16,761,561	28	0.3%	76.9%
ADVANCED TECHNOLOGY &	Competitive	\$15,712,035	7		
	Noncompetitive - Sole Source	\$248,651	7		
	Competitive - Simplified Purchasing	\$173,942	2		
	Noncompetitive - Compelling Business Interests	\$31,893	1		
ADVANCED TECHNOLOGY & Total		\$16,166,521	17	0.3%	77.2%
CARGO FORCE INC	Competitive	\$14,947,622	3		
	Noncompetitive - Compelling Business Interests	\$210,767	4		
CARGO FORCE INC Total		\$15,158,389	7	0.3%	77.4%
JONES LANG LASALLE AMERICAS	Competitive	\$14,708,142	3		
JONES LANG LASALLE AMERICAS Total		\$14,708,142	3	0.3%	77.7%
TRIENDA LEXINGTON LOGISTICS	Competitive	\$14,588,451	3		
TRIENDA LEXINGTON LOGISTICS Total		\$14,588,451	3	0.3%	78.0%
SPRAGUE OPERATING RESOURCES LLC	Required Source - Policy/Legally Mandated	\$14,568,691	15		
SPRAGUE OPERATING RESOURCES LLC Total		\$14,568,691	15	0.3%	78.2%
INTRALOX LLC	Competitive	\$11,908,580	20		

Supplier Name	Competitive Classification	Sum of Committed \$	Contract Actions	% of Total	Cumulative %
	Noncompetitive - Compelling Business Interests	\$2,342,917	10		
	Competitive - Simplified Purchasing	\$208,312	5		
INTRALOX LLC Total		\$14,459,808	35	0.3%	78.5%
UPS WORLDWIDE FORWARDING INC	Noncompetitive - Sole Source	\$13,664,700	3		
	Competitive	\$600,184	1		
UPS WORLDWIDE FORWARDING INC Total		\$14,264,884	4	0.3%	78.7%
HOLLINGSWORTH LOGISTICS GROUP	Competitive	\$14,030,474	8		
HOLLINGSWORTH LOGISTICS GROUP Total		\$14,030,474	8	0.3%	79.0%
Marriott Hotel Services, Inc.	Competitive	\$13,500,000	1		
	Noncompetitive - Compelling Business Interests	\$35,000	1		
Marriott Hotel Services, Inc. Total		\$13,535,000	2	0.2%	79.2%
AUTOMATED CONTROL TECHNOLOGIES LLC	Competitive	\$11,759,911	35		
	Noncompetitive - Sole Source	\$976,252	6		
	Noncompetitive - Compelling Business Interests	\$638,495	5		
AUTOMATED CONTROL TECHNOLOGIES LLC Total		\$13,374,657	46	0.2%	79.5%
BRAD HALL & ASSOC INC	Required Source - Policy/Legally Mandated	\$13,225,674	8		
BRAD HALL & ASSOC INC Total		\$13,225,674	8	0.2%	79.7%
EUROSORT INC	Competitive	\$13,017,539	3		
EUROSORT INC Total		\$13,017,539	3	0.2%	79.9%
SEA STAR LINE, LLC	Noncompetitive - Compelling Business Interests	\$12,836,880	2		
SEA STAR LINE, LLC Total		\$12,836,880	2	0.2%	80.2%

APPENDIX B

Contract Commitments and Competitive Classifications for TCSS – 80 Percent of Total Commitment Dollars

From October 1, 2013, to September 30, 2014, there were a total of 1,169 new contract actions executed equal to or above the competitive threshold (\$10K) with commitments totaling \$886.5M. The committed value of the contracts was calculated by multiplying the annual value of the contract by the contract term as TCSS only captures the annual value of the contract. The following table highlights the top 80 percent of supplier commitments based on commitment totals.

Supplier Name	Competitive Classification	Sum of Committed \$	Contract Actions	% of Total	Cumulative %
POSTAL FLEET SERVICES INC	Competitive	\$57,592,926	20		
POSTAL FLEET SERVICES INC Total		\$57,592,926	20	6.5%	6.5%
COMMERCIAL TRAILER LEASING INC	Competitive	\$53,954,010	9		
COMMERCIAL TRAILER LEASING INC Total		\$53,954,010	9	6.1%	12.6%
PAT SALMON & SONS INC	Competitive	\$50,182,387	10		
PAT SALMON & SONS INC Total		\$50,182,387	10	5.7%	18.2%
BOWMAN TRAILER LEASING	Competitive	\$47,711,330	3		
BOWMAN TRAILER LEASING Total		\$47,711,330	3	5.4%	23.6%
HICKMAN TRANSPORT COMPANY INC	Competitive	\$28,397,971	7		
HICKMAN TRANSPORT COMPANY INC Total		\$28,397,971	7	3.2%	26.8%
EAGLE EXPRESS LINES INC	Competitive	\$28,275,537	15		
EAGLE EXPRESS LINES INC Total		\$28,275,537	15	3.2%	30.0%
LE-MAR HOLDINGS INC	Competitive	\$19,798,878	3		
LE-MAR HOLDINGS INC Total		\$19,798,878	3	2.2%	32.3%
DAVENPORT TRANSPORTATION INC	Competitive	\$19,786,983	9		
DAVENPORT TRANSPORTATION INC Total		\$19,786,983	9	2.2%	34.5%
T&T ENTERPRISES OF OHIO INC	Competitive	\$18,616,032	8		
T&T ENTERPRISES OF OHIO INC Total		\$18,616,032	8	2.1%	36.6%
ALAMO MAIL SERVICE INC	Competitive	\$18,104,734	2		
ALAMO MAIL SERVICE INC Total		\$18,104,734	2	2.0%	38.6%
B & B TRUCKING INC	Competitive	\$9,974,992	8		
	Competitive - Simplified Purchase	\$4,029,478	2		
B & B TRUCKING INC Total		\$14,004,469	10	1.6%	40.2%
LOUIS V LEPAK TR CO INC	Competitive	\$12,135,124	1		
LOUIS V LEPAK TR CO INC Total		\$12,135,124	1	1.4%	41.6%
ALAN RITCHEY LLC	Competitive	\$11,238,941	4		
ALAN RITCHEY LLC Total		\$11,238,941	4	1.3%	42.8%
THUNDER RIDGE TRANS INC	Competitive	\$10,741,607	2		
THUNDER RIDGE TRANS INC Total		\$10,741,607	2	1.2%	44.1%
EXPERIENCED MAIL TRANSPORT	Competitive	\$10,027,577	1		
EXPERIENCED MAIL TRANSPORT Total		\$10,027,577	1	1.1%	45.2%
VELTRI TRUCKING INC	Competitive	\$10,017,762	2		
VELTRI TRUCKING INC Total		\$10,017,762	2	1.1%	46.3%
WEST FLORIDA ENTERPRISES, INC	Competitive	\$9,189,285	1		
WEST FLORIDA ENTERPRISES, INC Total		\$9,189,285	1	1.0%	47.4%
MISTI'S TRANSPORT INC	Competitive	\$8,149,861	6		
	Competitive - Simplified Purchase	\$308,965	1		
MISTI'S TRANSPORT INC Total		\$8,458,826	7	1.0%	48.3%

Supplier Name	Competitive Classification	Sum of Committed \$	Contract Actions	% of Total	Cumulative %
URSA MAJOR CORPORATION	Competitive	\$8,205,838	7		
URSA MAJOR CORPORATION Total		\$8,205,838	7	0.9%	49.2%
MAPLES TRUCK LINE INC	Competitive	\$8,048,524	1		
MAPLES TRUCK LINE INC Total		\$8,048,524	1	0.9%	50.1%
MARK W CLEMONS MTC TRANSPORTATION	Competitive	\$7,959,448	2		
MARK W CLEMONS MTC TRANSPORTATION Total		\$7,959,448	2	0.9%	51.0%
CHANELLE & BRANDOS TRANSPORT, LLC	Competitive	\$7,808,247	4		
CHANELLE & BRANDOS TRANSPORT, LLC Total		\$7,808,247	4	0.9%	51.9%
NICHOLAS TRUCKING CO INC	Competitive	\$7,693,768	1		
NICHOLAS TRUCKING CO INC Total		\$7,693,768	1	0.9%	52.8%
DAVIS MAIL SERVICES INC	Competitive	\$7,577,363	9		
DAVIS MAIL SERVICES INC Total		\$7,577,363	9	0.9%	53.6%
COASTAL MAIL SERVICE INC	Competitive	\$7,438,452	2		
COASTAL MAIL SERVICE INC Total		\$7,438,452	2	0.8%	54.5%
POSTAL CARRIER CORP	Competitive	\$6,959,042	2		
POSTAL CARRIER CORP Total		\$6,959,042	2	0.8%	55.3%
TURBO LOGISTICS CORP	Competitive	\$6,876,095	18		
TURBO LOGISTICS CORP Total		\$6,876,095	18	0.8%	56.0%
ANDREWS U S MAIL INC	Competitive	\$6,791,196	1		
ANDREWS U S MAIL INC Total		\$6,791,196	1	0.8%	56.8%
J D FROST TRUCKING CO LLC	Competitive	\$6,206,122	1		
J D FROST TRUCKING CO LLC Total		\$6,206,122	1	0.7%	57.5%
AEH TRUCKING CO.	Competitive	\$6,159,459	3		
AEH TRUCKING CO. Total		\$6,159,459	3	0.7%	58.2%
B-TEAM INC	Competitive	\$5,772,919	1		
B-TEAM INC Total		\$5,772,919	1	0.7%	58.9%
SODREL TRUCK LINES INC	Competitive	\$5,678,868	1		
SODREL TRUCK LINES INC Total		\$5,678,868	1	0.6%	59.5%
CAMINANTE TRUCKING	Competitive	\$5,460,278	2		
CAMINANTE TRUCKING Total		\$5,460,278	2	0.6%	60.1%
W & L MAIL SERVICE INC	Competitive	\$5,028,650	5		
W & L MAIL SERVICE INC Total		\$5,028,650	5	0.6%	60.7%
SANDRA K DODD	Competitive	\$4,816,240	5		
SANDRA K DODD Total		\$4,816,240	5	0.5%	61.2%
ROBERT M NEFF INC	Competitive	\$4,598,851	1		
ROBERT M NEFF INC Total		\$4,598,851	1	0.5%	61.7%
DDA TRANSPORT INC	Competitive	\$4,487,709	3		
DDA TRANSPORT INC Total		\$4,487,709	3	0.5%	62.2%
BEAM BROS TRUCKING INC	Competitive	\$4,446,289	6		
BEAM BROS TRUCKING INC Total		\$4,446,289	6	0.5%	62.7%
SOUTH WIND TRUCKING LLC	Competitive	\$4,297,090	3		
SOUTH WIND TRUCKING LLC Total		\$4,297,090	3	0.5%	63.2%
KANSOTA TRANSPORT INC	Competitive	\$3,974,384	2		
KANSOTA TRANSPORT INC Total		\$3,974,384	2	0.4%	63.7%
POSTAL TRANSPORT INC	Competitive	\$3,874,362	9		
POSTAL TRANSPORT INC Total		\$3,874,362	9	0.4%	64.1%
SAMUEL D CARBO JR	Competitive	\$3,852,874	3		
SAMUEL D CARBO JR Total		\$3,852,874	3	0.4%	64.5%
CREVISTON TRUCKING INC	Competitive	\$3,646,489	1		
CREVISTON TRUCKING INC Total		\$3,646,489	1	0.4%	65.0%
ROYSTER ENTERPRISES INC	Competitive	\$3,579,224	1		
ROYSTER ENTERPRISES INC Total		\$3,579,224	1	0.4%	65.4%
R D EAGLE TRANSPORTS	Competitive	\$3,550,429	3		

Supplier Name	Competitive Classification	Sum of Committed \$	Contract Actions	% of Total	Cumulative %
R D EAGLE TRANSPORTS Total		\$3,550,429	3	0.4%	65.8%
R L TRUCKING INC	Competitive	\$3,474,996	15		
R L TRUCKING INC Total		\$3,474,996	15	0.4%	66.2%
JOHNSON TRUCKING CO INC	Competitive	\$3,442,210	1		
JOHNSON TRUCKING CO INC Total		\$3,442,210	1	0.4%	66.5%
MARVIN A PARKER	Competitive	\$3,418,143	1		
MARVIN A PARKER Total		\$3,418,143	1	0.4%	66.9%
MOORE U S MAIL CONT INC	Competitive	\$3,353,841	2		
MOORE U S MAIL CONT INC Total		\$3,353,841	2	0.4%	67.3%
FAMES TRANSPORT INC	Competitive	\$2,946,124	2		
	Competitive - Simplified Purchase	\$382,060	1		
FAMES TRANSPORT INC Total		\$3,328,184	3	0.4%	67.7%
MOORE U S MAIL CONTRACTOR INC	Competitive	\$3,171,676	3		
MOORE U S MAIL CONTRACTOR INC Total		\$3,171,676	3	0.4%	68.0%
MCCORMICKS LLC	Competitive	\$3,131,919	3		
MCCORMICKS LLC Total		\$3,131,919	3	0.4%	68.4%
GRAHAM & GRAHAM TRK LLC	Competitive	\$2,521,565	5		
	Competitive - Simplified Purchase	\$483,627	1		
GRAHAM & GRAHAM TRK LLC Total		\$3,005,192	6	0.3%	68.7%
EMMA SPENCE	Competitive	\$2,897,417	1		
EMMA SPENCE Total		\$2,897,417	1	0.3%	69.1%
MARK W CLEMONS	Competitive	\$2,744,553	1		
MARK W CLEMONS Total		\$2,744,553	1	0.3%	69.4%
WILLIAM KENNETH LUMPKIN	Competitive	\$2,739,346	1		
WILLIAM KENNETH LUMPKIN Total		\$2,739,346	1	0.3%	69.7%
TNSTUMPPF ENTERPRISES LLC	Competitive	\$2,618,275	6		
TNSTUMPPF ENTERPRISES LLC Total		\$2,618,275	6	0.3%	70.0%
C JS TRANSPORTATION SERVICES INC	Competitive	\$2,000,540	3		
	Competitive - Simplified Purchase	\$616,049	3		
C JS TRANSPORTATION SERVICES INC Total		\$2,616,589	6	0.3%	70.3%
R & F TRANSPORTATION CO INC	Competitive	\$2,557,367	2		
R & F TRANSPORTATION CO INC Total		\$2,557,367	2	0.3%	70.6%
CLIFFORD B FINKLE JR IN	Competitive	\$2,537,694	1		
CLIFFORD B FINKLE JR IN Total		\$2,537,694	1	0.3%	70.8%
JAX LOGISTICS DEDICATED SERVICES	Competitive	\$2,516,592	1		
JAX LOGISTICS DEDICATED SERVICES Total		\$2,516,592	1	0.3%	71.1%
CHASRIN INC	Competitive	\$2,491,012	2		
CHASRIN INC Total		\$2,491,012	2	0.3%	71.4%
B&B TRANSIT INC	Competitive	\$2,437,019	1		
B&B TRANSIT INC Total		\$2,437,019	1	0.3%	71.7%
JENBAR TRUCKING INC	Competitive	\$2,389,937	3		
JENBAR TRUCKING INC Total		\$2,389,937	3	0.3%	72.0%
JRP INC	Competitive	\$2,369,365	1		
JRP INC Total		\$2,369,365	1	0.3%	72.2%
BLUE EAGLE CONTRACTING INC	Competitive - Simplified Purchase	\$1,656,905	1		
	Competitive	\$696,413	1		
BLUE EAGLE CONTRACTING INC Total		\$2,353,318	2	0.3%	72.5%
C & B TRUCKING COMPANY	Competitive	\$2,238,894	1		
C & B TRUCKING COMPANY Total		\$2,238,894	1	0.3%	72.7%
MAIL TRANSPORT SERVICES LLC	Competitive	\$2,196,995	1		
MAIL TRANSPORT SERVICES LLC		\$2,196,995	1	0.2%	73.0%

Supplier Name	Competitive Classification	Sum of Committed \$	Contract Actions	% of Total	Cumulative %
Total					
OSMO ENTERPRISE	Competitive	\$2,135,097	2		
OSMO ENTERPRISE Total		\$2,135,097	2	0.2%	73.2%
BANCROFT & SONS TRANSPORTATION LLC	Competitive	\$2,087,319	1		
BANCROFT & SONS TRANSPORTATION LLC Total		\$2,087,319	1	0.2%	73.5%
PONY EXPRESS DELIVERY INC	Competitive	\$1,625,436	10		
	Competitive - Simplified Purchase	\$449,491	2		
PONY EXPRESS DELIVERY INC Total		\$2,074,927	12	0.2%	73.7%
VELTRI INC	Competitive	\$2,064,467	2		
VELTRI INC Total		\$2,064,467	2	0.2%	73.9%
FX LOGISTICS LLC	Competitive	\$2,009,305	3		
FX LOGISTICS LLC Total		\$2,009,305	3	0.2%	74.2%
C L SERVICES INC	Competitive	\$1,940,216	6		
C L SERVICES INC Total		\$1,940,216	6	0.2%	74.4%
ALFRED KWADJO PRIDDY	Competitive	\$1,905,520	3		
ALFRED KWADJO PRIDDY Total		\$1,905,520	3	0.2%	74.6%
E F THOMPSON INC	Competitive	\$1,898,440	3		
E F THOMPSON INC Total		\$1,898,440	3	0.2%	74.8%
JOHN T CRAWLEY SR AND	Competitive	\$1,887,745	1		
JOHN T CRAWLEY SR AND Total		\$1,887,745	1	0.2%	75.0%
COP TRANSPORTATION LLC	Competitive	\$1,876,436	1		
COP TRANSPORTATION LLC Total		\$1,876,436	1	0.2%	75.2%
GALEN F BURKE	Competitive	\$1,856,996	1		
GALEN F BURKE Total		\$1,856,996	1	0.2%	75.4%
A & L TRUCKING	Competitive	\$1,850,149	2		
A & L TRUCKING Total		\$1,850,149	2	0.2%	75.6%
DWIGHT M LAMBERT	Competitive	\$1,795,878	2		
DWIGHT M LAMBERT Total		\$1,795,878	2	0.2%	75.8%
AREA STORAGE & TRANSFER INC	Competitive - Simplified Purchase	\$1,173,536	1		
	Competitive	\$619,173	1		
AREA STORAGE & TRANSFER INC Total		\$1,792,710	2	0.2%	76.1%
WILLIAMS MAIL SERVICE INC	Competitive	\$1,784,178	1		
WILLIAMS MAIL SERVICE INC Total		\$1,784,178	1	0.2%	76.3%
MCRAES US MAIL SERVICE INC	Competitive	\$1,725,209	3		
MCRAES US MAIL SERVICE INC Total		\$1,725,209	3	0.2%	76.4%
F&B ENTERPRISE	Competitive	\$1,718,824	1		
F&B ENTERPRISE Total		\$1,718,824	1	0.2%	76.6%
MBM TRANSPORT INC	Competitive	\$1,694,711	1		
MBM TRANSPORT INC Total		\$1,694,711	1	0.2%	76.8%
AL LASTELLA INC	Competitive	\$1,685,101	3		
AL LASTELLA INC Total		\$1,685,101	3	0.2%	77.0%
TOM SMITH CONTRACTING LLC	Competitive	\$1,667,736	1		
TOM SMITH CONTRACTING LLC Total		\$1,667,736	1	0.2%	77.2%
DARK ENTERPRISE	Competitive	\$1,631,415	1		
DARK ENTERPRISE Total		\$1,631,415	1	0.2%	77.4%
LYONS EXPRESS	Competitive	\$1,621,301	2		
LYONS EXPRESS Total		\$1,621,301	2	0.2%	77.6%
S & S LEASING AND TRANSORT INC	Competitive	\$1,599,444	2		
S & S LEASING AND TRANSORT INC Total		\$1,599,444	2	0.2%	77.8%
IDEAS EXPRESS SERVICES	Competitive	\$1,547,180	1		
IDEAS EXPRESS SERVICES Total		\$1,547,180	1	0.2%	77.9%
SPUR CONTRACTING	Competitive	\$1,455,106	1		

Supplier Name	Competitive Classification	Sum of Committed \$	Contract Actions	% of Total	Cumulative %
SPUR CONTRACTING Total		\$1,455,106	1	0.2%	78.1%
MARROQUIN EXPRESS INC	Competitive	\$1,415,142	2		
MARROQUIN EXPRESS INC Total		\$1,415,142	2	0.2%	78.3%
REMY MALIWANAG RODRIGUEZ	Competitive	\$1,400,169	6		
REMY MALIWANAG RODRIGUEZ Total		\$1,400,169	6	0.2%	78.4%
RAM EXPRESS INC	Competitive	\$1,386,440	1		
RAM EXPRESS INC Total		\$1,386,440	1	0.2%	78.6%
WB ADAMS TRUCKING INC	Competitive	\$1,365,205	2		
WB ADAMS TRUCKING INC Total		\$1,365,205	2	0.2%	78.7%
ERIC JAMES SUMMERS	Competitive	\$1,359,390	3		
ERIC JAMES SUMMERS Total		\$1,359,390	3	0.2%	78.9%
MIDWEST TRANSPORT INC	Competitive	\$1,334,443	3		
MIDWEST TRANSPORT INC Total		\$1,334,443	3	0.2%	79.0%
APRIL M SLANKARD	Competitive	\$1,319,482	4		
APRIL M SLANKARD Total		\$1,319,482	4	0.1%	79.2%
EBENEZER TRANSPORT & LOGISTICS INC	Competitive	\$1,308,181	1		
EBENEZER TRANSPORT & LOGISTICS INC Total		\$1,308,181	1	0.1%	79.3%
ROAD FLEX INC	Competitive	\$1,265,824	1		
ROAD FLEX INC Total		\$1,265,824	1	0.1%	79.5%
CAPE COD EXPRESS INC	Competitive	\$1,264,239	1		
CAPE COD EXPRESS INC Total		\$1,264,239	1	0.1%	79.6%
FBT TRANSPORT LLC	Competitive - Simplified Purchase	\$1,240,154	1		
FBT TRANSPORT LLC Total		\$1,240,154	1	0.1%	79.8%
JUDYS INK LLC	Competitive	\$1,230,288	1		
JUDYS INK LLC Total		\$1,230,288	1	0.1%	79.9%
J & J TRUCKING OF MADISON LLC	Competitive	\$1,226,922	3		
J & J TRUCKING OF MADISON LLC Total		\$1,226,922	3	0.1%	80.0%

APPENDIX C

Contract Commitments and Competitive Classifications for eFMS — 80 Percent of Total Commitment Dollars

From October 1, 2013, to September 30, 2014, there were a total of 4,348 contract actions equal to or above the competitive threshold (\$10K) executed in eFMS with commitments totaling \$348.5M. The following table highlights the top 80 percent of supplier commitments based on commitment totals.

Supplier Name	Competitive Classification	Sum of Committed \$	Contract Actions	% of Total	Cumulative %
ROTH BROS INC	Competitive	\$31,980,728.86	485		
ROTH BROS INC Total		\$31,980,728.86	485	9.2%	9.2%
PARSONS CORPORATION	Competitive	\$22,989,693.15	753		
PARSONS CORPORATION Total		\$22,989,693.15	753	6.6%	15.8%
AMEC FOSTER WHEELER ENVIRONMENT AMEC FOSTER WHEELER ENVIRONMENT Total	Competitive	\$20,507,022.30	341		
		\$20,507,022.30	341	5.9%	21.7%
URS GROUP	Competitive	\$13,260,196.29	213		
URS GROUP Total		\$13,260,196.29	213	3.8%	25.5%
LIGHTON INDUSTRIES INC	Competitive	\$9,657,847.66	54		
LIGHTON INDUSTRIES INC Total		\$9,657,847.66	54	2.8%	28.2%
MORCON CONSTRUCTION CO INC.	Competitive	\$8,221,511.09	60		
MORCON CONSTRUCTION CO INC. Total		\$8,221,511.09	60	2.4%	30.6%
BISCAYNE CONTRACTORS INC	Competitive	\$7,021,826.23	44		
BISCAYNE CONTRACTORS INC Total		\$7,021,826.23	44	2.0%	32.6%
CENTERRA INTEGRATED CONSTRUCTION CENTERRA INTEGRATED CONSTRUCTION Total	Competitive	\$6,855,310.91	51		
		\$6,855,310.91	51	2.0%	34.6%
J E NOVACK CONSTRUCTION CO	Competitive	\$6,376,716.70	37		
J E NOVACK CONSTRUCTION CO Total		\$6,376,716.70	37	1.8%	36.4%
SG CONSTRUCTION SERVICES INC	Competitive	\$5,787,604.38	60		
SG CONSTRUCTION SERVICES INC Total		\$5,787,604.38	60	1.7%	38.1%
MARK SCOTT CONSTRUCTION INC	Competitive	\$5,603,060.48	41		
MARK SCOTT CONSTRUCTION INC Total		\$5,603,060.48	41	1.6%	39.7%
HAPPEL & ASSOCIATES INC	Competitive	\$5,389,276.48	29		
HAPPEL & ASSOCIATES INC Total		\$5,389,276.48	29	1.5%	41.2%
AAR OF NORTH CAROLINA INC	Competitive	\$5,361,319.66	12		
AAR OF NORTH CAROLINA INC Total		\$5,361,319.66	12	1.5%	42.7%
LUSK MECHANICAL CONTR INC	Competitive	\$4,995,722.27	32		
LUSK MECHANICAL CONTR INC Total		\$4,995,722.27	32	1.4%	44.2%
AGENCY CONSTRUCTION CORP	Competitive	\$4,967,730.19	21		
AGENCY CONSTRUCTION CORP Total		\$4,967,730.19	21	1.4%	45.6%
R F LUSA & SONS SHEETMETAL INC	Competitive	\$4,762,045.00	2		
R F LUSA & SONS SHEETMETAL INC Total		\$4,762,045.00	2	1.4%	47.0%

Supplier Name	Competitive Classification	Sum of Committed \$	Contract Actions	% of Total	Cumulative %
SIERRA MECHANICAL CONTRACTING INC	Competitive	\$4,658,715.46	4		
SIERRA MECHANICAL CONTRACTING INC Total		\$4,658,715.46	4	1.3%	48.3%
MILL CITY CONSTRUCTION	Competitive	\$3,600,912.19	22		
MILL CITY CONSTRUCTION Total		\$3,600,912.19	22	1.0%	49.3%
KORTE CONSTRUCTION CO	Competitive	\$2,726,720.04	29		
	Competitive - Simplified Purchase	\$720,000.00	1		
KORTE CONSTRUCTION CO Total		\$3,446,720.04	30	1.0%	50.3%
SIEMENS INDUSTRY INC	Competitive	\$3,444,561.00	2		
SIEMENS INDUSTRY INC Total		\$3,444,561.00	2	1.0%	51.3%
KEITH KC LEE INC	Competitive	\$3,435,117.42	30		
KEITH KC LEE INC Total		\$3,435,117.42	30	1.0%	52.3%
J J MORLEY ENTERPRISES INC	Competitive	\$3,391,474.30	29		
J J MORLEY ENTERPRISES INC Total		\$3,391,474.30	29	1.0%	53.3%
EPIC CONSTRUCTION	Competitive	\$3,388,198.29	68		
EPIC CONSTRUCTION Total		\$3,388,198.29	68	1.0%	54.3%
TARHEEL ROOFING	Competitive	\$3,144,904.82	14		
TARHEEL ROOFING Total		\$3,144,904.82	14	0.9%	55.2%
J P & C CONSTRUCTION INC	Competitive	\$3,097,117.88	37		
	Noncompetitive - Compelling Business Interests	\$24,975.00	1		
J P & C CONSTRUCTION INC Total		\$3,122,092.88	38	0.9%	56.0%
J L ADLER ROOFING & SHEET METAL INC	Competitive	\$3,108,380.00	6		
J L ADLER ROOFING & SHEET METAL INC Total		\$3,108,380.00	6	0.9%	56.9%
LINDSETH CONSTRUCTION	Competitive	\$3,049,843.93	29		
LINDSETH CONSTRUCTION Total		\$3,049,843.93	29	0.9%	57.8%
OKLAND CONSTRUCTION	Competitive	\$3,000,182.35	21		
OKLAND CONSTRUCTION Total		\$3,000,182.35	21	0.9%	58.7%
BASIC IDIQ INC	Competitive	\$2,826,287.78	26		
BASIC IDIQ INC Total		\$2,826,287.78	26	0.8%	59.5%
PAUL J ROGAN CO INC	Competitive	\$2,824,114.30	26		
PAUL J ROGAN CO INC Total		\$2,824,114.30	26	0.8%	60.3%
LIMBACH COMPANY LLC	Competitive	\$2,584,042.00	4		
LIMBACH COMPANY LLC Total		\$2,584,042.00	4	0.7%	61.0%
SIEDLECKI CONSTRUCTION CO	Competitive	\$2,578,017.04	17		
SIEDLECKI CONSTRUCTION CO Total		\$2,578,017.04	17	0.7%	61.8%
F H PASCHEN SN NIELSEN	Competitive	\$2,344,891.70	36		
	Competitive - Simplified Purchase	\$178,898.35	1		
F H PASCHEN SN NIELSEN Total		\$2,523,790.05	37	0.7%	62.5%
THOMAS E SNOWDEN INC	Competitive	\$2,506,330.00	7		

Supplier Name	Competitive Classification	Sum of Committed \$	Contract Actions	% of Total	Cumulative %
THOMAS E SNOWDEN INC Total		\$2,506,330.00	7	0.7%	63.2%
NORTHERN MANAGEMENT SERVICES INC	Noncompetitive - Sole Source	\$1,630,914.34	11		
	Competitive	\$866,960.13	10		
NORTHERN MANAGEMENT SERVICES INC Total		\$2,497,874.47	21	0.7%	63.9%
D A EDWARDS & CO	Competitive	\$2,434,388.91	49		
D A EDWARDS & CO Total		\$2,434,388.91	49	0.7%	64.6%
EATON CORPORATION	Competitive	\$2,254,518.00	3		
EATON CORPORATION Total		\$2,254,518.00	3	0.6%	65.3%
CHARTER CONSTRUCTION COMPANY	Competitive	\$2,162,791.75	27		
CHARTER CONSTRUCTION COMPANY Total		\$2,162,791.75	27	0.6%	65.9%
THE ALEXANDER GROUP LLC	Competitive	\$2,154,483.17	9		
THE ALEXANDER GROUP LLC Total		\$2,154,483.17	9	0.6%	66.5%
BEST ROOFING & WATERPROOFING INC	Competitive	\$2,153,902.00	3		
BEST ROOFING & WATERPROOFING INC Total		\$2,153,902.00	3	0.6%	67.1%
PANFILI CORPORATION	Competitive	\$2,044,070.95	14		
PANFILI CORPORATION Total		\$2,044,070.95	14	0.6%	67.7%
VARIETY CONTRACTORS INC	Competitive	\$2,028,955.37	17		
VARIETY CONTRACTORS INC Total		\$2,028,955.37	17	0.6%	68.3%
BARSTO CONSTRUCTION INC	Competitive	\$2,009,980.65	5		
BARSTO CONSTRUCTION INC Total		\$2,009,980.65	5	0.6%	68.9%
R J CROWLEY INC	Competitive	\$1,704,131.73	24		
	Competitive - Simplified Purchase	\$278,641.33	5		
R J CROWLEY INC Total		\$1,982,773.06	29	0.6%	69.5%
L HOLZNER ELECTRIC COMPANY	Competitive	\$1,965,080.00	2		
L HOLZNER ELECTRIC COMPANY Total		\$1,965,080.00	2	0.6%	70.0%
WESFIELD CONSTRUCTION	Competitive	\$1,956,321.00	1		
WESFIELD CONSTRUCTION Total		\$1,956,321.00	1	0.6%	70.6%
DOW ELECTRIC INC	Competitive	\$1,830,217.76	15		
DOW ELECTRIC INC Total		\$1,830,217.76	15	0.5%	71.1%
WOLF CREEK CONTRACTING	Competitive	\$1,788,567.00	1		
WOLF CREEK CONTRACTING Total		\$1,788,567.00	1	0.5%	71.6%
ED A WILSON INC	Competitive	\$1,608,874.08	25		
ED A WILSON INC Total		\$1,608,874.08	25	0.5%	72.1%
WEIGANDT DEVELOPMENT LTD	Competitive	\$1,606,875.85	18		
WEIGANDT DEVELOPMENT LTD Total		\$1,606,875.85	18	0.5%	72.5%
FCI CONSTRUCTORS INC	Competitive	\$1,583,053.06	1		
FCI CONSTRUCTORS INC Total		\$1,583,053.06	1	0.5%	73.0%
MID-WEST BUILDERS INC	Competitive	\$1,562,968.04	22		
MID-WEST BUILDERS INC Total		\$1,562,968.04	22	0.4%	73.4%
D & H CONSTRUCTION	Competitive	\$1,537,140.35	15		

Supplier Name	Competitive Classification	Sum of Committed \$	Contract Actions	% of Total	Cumulative %
D & H CONSTRUCTION Total		\$1,537,140.35	15	0.4%	73.9%
LUNACON ENGINEERING GROUP CORP	Competitive	\$1,498,929.90	3		
LUNACON ENGINEERING GROUP CORP Total		\$1,498,929.90	3	0.4%	74.3%
SUNRISE COMMERCIAL CONTRACTING INC	Competitive	\$1,493,832.06	22		
SUNRISE COMMERCIAL CONTRACTING INC Total		\$1,493,832.06	22	0.4%	74.7%
A J HEINEN INC	Competitive	\$1,467,288.68	20		
A J HEINEN INC Total		\$1,467,288.68	20	0.4%	75.2%
FR ANDERSON CONSTRUCTION COMPANY INC	Competitive	\$1,452,349.90	12		
FR ANDERSON CONSTRUCTION COMPANY INC Total		\$1,452,349.90	12	0.4%	75.6%
ONECIS INSURANCE COMPANY	Competitive	\$1,447,032.35	1		
ONECIS INSURANCE COMPANY Total		\$1,447,032.35	1	0.4%	76.0%
VOLMAR CONSTRUCTION INC	Competitive	\$1,336,483.83	13		
	Unauthorized Commitment	\$99,849.00	1		
VOLMAR CONSTRUCTION INC Total		\$1,436,332.83	14	0.4%	76.4%
DH CONSTRUCTION CORP	Competitive	\$1,408,333.64	10		
DH CONSTRUCTION CORP Total		\$1,408,333.64	10	0.4%	76.8%
WIGHT CONSTRUCTION DBA WIGHT & COMPANY	Competitive	\$1,399,245.42	11		
WIGHT CONSTRUCTION DBA WIGHT & COMPANY Total		\$1,399,245.42	11	0.4%	77.2%
RICHARD D KIMBALL COMPANY INC	Competitive	\$1,340,870.51	39		
RICHARD D KIMBALL COMPANY INC Total		\$1,340,870.51	39	0.4%	77.6%
INLAND CONSTRUCTION	Competitive	\$1,340,500.00	1		
INLAND CONSTRUCTION Total		\$1,340,500.00	1	0.4%	78.0%
SIERRA CONSTRUCTION LLC	Competitive	\$1,289,693.24	9		
	Competitive - Simplified Purchase	\$19,028.07	1		
SIERRA CONSTRUCTION LLC Total		\$1,308,721.31	10	0.4%	78.4%
MCKINNELL MCKINNELL	Competitive	\$1,301,280.85	31		
MCKINNELL MCKINNELL Total		\$1,301,280.85	31	0.4%	78.7%
LEOPARDO COMPANIES INC	Competitive	\$1,251,271.54	16		
LEOPARDO COMPANIES INC Total		\$1,251,271.54	16	0.4%	79.1%
JOSEPH GNAZZO CO INC	Competitive	\$1,233,200.00	1		
JOSEPH GNAZZO CO INC Total		\$1,233,200.00	1	0.4%	79.4%
LEN RIEGLER BLACKTOP INC	Competitive	\$1,221,000.00	1		
LEN RIEGLER BLACKTOP INC Total		\$1,221,000.00	1	0.4%	79.8%
DURA PIER FACILITIES SERVICES LTD	Competitive	\$1,214,978.32	13		
DURA PIER FACILITIES SERVICES LTD Total		\$1,214,978.32	13	0.3%	80.1%

APPENDIX D

Contract Commitments and Competitive Classifications from FPDS-NG Competition Advocate Report

The Federal Procurement Data System (FPDS-NG) captures and reports summary level contract actions and commitment information for agencies using appropriated funds as specified in FAR 4.6. The CA report within FPDS-NG from October 1, 2013 to September 30, 2014, contains contract actions for 62 departments totaling \$444.6B in contractual commitments. The following table provides the total actions, commitments, competed actions, % competed actions, competed commitments, and % competed commitments for the departments listed in the report.

Federal Procurement Data System (FPDS) For the period: October 1, 2013- September 30, 2014

Department	Total Actions	Total Dollars	Competed Actions	% Competed Actions	Competed Dollars	% Competed Dollars
LIBRARY OF CONGRESS(0300)	24	\$0.00	24	100.0000%	\$0.00	0.0000%
GOVERNMENT ACCOUNTABILITY OFFICE(0500)	540	\$53,282,903.68	392	72.5926%	\$43,032,589.03	80.7625%
EXECUTIVE OFFICE OF THE PRESIDENT(1100)	817	\$71,880,357.34	501	61.3219%	\$42,200,908.72	58.7099%
PEACE CORPS(1145)	430	\$114,182,445.71	307	71.3953%	\$104,476,100.90	91.4993%
UNITED STATES TRADE AND DEVELOPMENT AGENCY(1153)	259	\$18,084,778.65	209	80.6950%	\$10,241,657.83	56.6314%
AGRICULTURE, DEPARTMENT OF(1200)	75,300	\$5,304,899,555.01	55,946	74.2975%	\$4,532,723,416.26	85.4441%
COMMERCE, DEPARTMENT OF(1300)	23,518	\$2,952,987,183.86	15,921	67.6971%	\$2,267,607,725.61	76.7903%
INTERIOR, DEPARTMENT OF THE(1400)	69,274	\$4,187,547,210.49	49,357	71.2490%	\$3,285,363,913.49	78.4556%
JUSTICE, DEPARTMENT OF(1500)	160,896	\$7,068,432,107.11	121,950	75.7943%	\$5,017,679,640.13	70.9872%
LABOR, DEPARTMENT OF(1600)	7,431	\$2,090,736,242.70	4,754	63.9752%	\$1,582,566,622.97	75.6942%
PENSION BENEFIT GUARANTY CORPORATION(1665)	1,428	\$293,543,069.66	1,015	71.0784%	\$266,768,586.53	90.8789%
STATE, DEPARTMENT OF(1900)	86,971	\$9,028,117,859.28	64,487	74.1477%	\$7,324,801,873.71	81.1332%
INTERNATIONAL BOUNDARY AND WATER COMMISSION: U.S.-MEXICO(19BM)	577	\$66,293,932.95	364	63.0849%	\$54,408,058.74	82.0709%
TREASURY, DEPARTMENT OF THE(2000)	28,760	\$5,563,386,879.50	15,790	54.9026%	\$4,615,026,732.49	82.9535%
OFFICE OF PERSONNEL MANAGEMENT(2400)	3,554	\$1,030,977,766.03	2,679	75.3799%	\$892,702,667.17	86.5880%
FEDERAL COMMUNICATIONS COMMISSION(2700)	562	\$91,712,078.85	398	70.8185%	\$82,022,811.50	89.4351%
SOCIAL SECURITY ADMINISTRATION(2800)	13,289	\$1,626,765,797.33	7,426	55.8808%	\$1,122,215,116.02	68.9844%
FEDERAL TRADE COMMISSION(2900)	794	\$92,783,250.16	404	50.8816%	\$60,161,951.34	64.8414%
NUCLEAR REGULATORY COMMISSION(3100)	2,314	\$218,921,548.71	1,351	58.3838%	\$167,934,136.49	76.7097%
SMITHSONIAN INSTITUTION(3300)	3,460	\$281,953,246.13	1,078	31.1561%	\$197,664,553.42	70.1054%
J. F. KENNEDY CENTER FOR THE PERFORMING ARTS(3352)	120	\$11,817,338.92	83	69.1667%	\$8,754,542.56	74.0822%
NATIONAL GALLERY OF ART(3355)	436	\$17,918,581.94	267	61.2385%	\$12,411,796.03	69.2677%
INTERNATIONAL TRADE COMMISSION(3400)	248	\$10,646,523.73	123	49.5968%	\$6,990,964.13	65.6643%
VETERANS AFFAIRS, DEPARTMENT OF(3600)	1,802,528	\$19,029,059,525.77	1,511,293	83.8430%	\$15,239,121,504.75	80.0834%

Department	Total Actions	Total Dollars	Completed Actions	% Completed Actions	Completed Dollars	% Completed Dollars
MERIT SYSTEMS PROTECTION BOARD(4100)	161	\$2,481,496.94	122	75.7764%	\$1,596,721.46	64.3451%
EQUAL EMPLOYMENT OPPORTUNITY COMMISSION(4500)	2,239	\$56,510,716.98	1,244	55.5605%	\$19,628,920.99	34.7349%
GENERAL SERVICES ADMINISTRATION(4700)	160,436	\$9,045,507,229.07	142,268	88.6759%	\$7,143,660,987.51	78.9747%
NATIONAL SCIENCE FOUNDATION(4900)	928	\$454,233,565.03	577	62.1767%	\$419,147,465.71	92.2758%
SECURITIES AND EXCHANGE COMMISSION(5000)	2,379	\$398,604,173.22	1,405	59.0584%	\$297,886,296.20	74.7324%
FEDERAL LABOR RELATIONS AUTHORITY(5400)	58	\$1,397,516.10	30	51.7241%	\$638,204.20	45.6670%
NATIONAL FOUNDATION ON THE ARTS AND THE HUMANITIES(5900)	70	\$2,672,371.88	50	71.4286%	\$2,458,512.48	91.9974%
NATIONAL ENDOWMENT FOR THE ARTS(5920)	70	\$1,473,630.83	45	64.2857%	\$980,084.92	66.5082%
NATIONAL ENDOWMENT FOR THE HUMANITIES(5940)	132	\$5,770,910.00	59	44.6970%	\$1,131,307.00	19.6036%
RAILROAD RETIREMENT BOARD(6000)	542	\$42,677,370.89	361	66.6052%	\$35,775,008.11	83.8266%
CONSUMER PRODUCT SAFETY COMMISSION(6100)	855	\$25,068,384.04	223	26.0819%	\$12,398,495.87	49.4587%
NATIONAL LABOR RELATIONS BOARD(6300)	319	\$17,613,844.07	273	85.5799%	\$15,161,012.59	86.0744%
FEDERAL MARITIME COMMISSION(6500)	65	\$2,429,165.42	57	87.6923%	\$2,249,303.89	92.5957%
ENVIRONMENTAL PROTECTION AGENCY(6800)	17,856	\$1,284,123,855.73	13,333	74.6696%	\$1,087,879,046.48	84.7176%
TRANSPORTATION, DEPARTMENT OF(6900)	22,111	\$6,197,555,363.09	16,198	73.2577%	\$5,150,371,089.63	83.1033%
HOMELAND SECURITY, DEPARTMENT OF(7000)	77,013	\$12,826,067,585.35	53,835	69.9038%	\$9,281,425,726.61	72.3638%
OVERSEAS PRIVATE INVESTMENT CORPORATION(7100)	183	\$15,424,956.71	144	78.6885%	\$13,328,688.84	86.4099%
AGENCY FOR INTERNATIONAL DEVELOPMENT(7200)	9,710	\$3,820,881,424.39	7,479	77.0237%	\$2,780,639,007.79	72.7748%
SMALL BUSINESS ADMINISTRATION(7300)	1,046	\$116,575,314.08	678	64.8184%	\$75,622,618.73	64.8702%
HEALTH AND HUMAN SERVICES, DEPARTMENT OF(7500)	93,462	\$21,389,213,743.34	56,078	60.0009%	\$17,668,959,308.05	82.6069%
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION(8000)	28,825	\$14,999,234,656.57	19,354	67.1431%	\$10,113,379,354.13	67.4260%
HOUSING AND URBAN DEVELOPMENT, DEPARTMENT OF(8600)	3,556	\$1,207,835,319.86	1,716	48.2565%	\$945,190,551.27	78.2549%
NATIONAL ARCHIVES AND RECORDS ADMINISTRATION(8800)	1,344	\$161,522,695.97	926	68.8988%	\$115,103,013.76	71.2612%
ENERGY, DEPARTMENT OF(8900)	12,754	\$25,385,669,880.25	8,191	64.2230%	\$22,828,185,908.38	89.9255%
FEDERAL ENERGY REGULATORY COMMISSION(8961)	519	\$54,081,621.84	354	68.2081%	\$41,617,061.57	76.9523%
EDUCATION, DEPARTMENT OF(9100)	3,721	\$2,934,541,000.31	2,513	67.5356%	\$2,735,538,418.60	93.2186%
FEDERAL MEDIATION AND CONCILIATION SERVICE(9300)	93	\$2,905,945.19	53	56.9892%	\$1,767,079.32	60.8091%
FEDERAL ELECTION COMMISSION(9506)	234	\$11,856,742.20	154	65.8120%	\$9,173,797.75	77.3720%
COMMODITY FUTURES TRADING COMMISSION(9507)	609	\$64,174,545.69	405	66.5025%	\$47,603,341.29	74.1779%
NATIONAL TRANSPORTATION SAFETY BOARD(9508)	324	\$13,695,749.18	234	72.2222%	\$11,051,560.13	80.6934%
DEFENSE NUCLEAR FACILITIES SAFETY BOARD(9516)	80	\$3,496,236.77	24	30.0000%	\$487,205.36	13.9351%
MILLENIUM CHALLENGE CORPORATION(9543)	652	\$94,611,888.55	553	84.8160%	\$92,084,671.63	97.3289%
CONSUMER FINANCIAL PROTECTION BUREAU(955F)	542	\$68,985,117.46	419	77.3063%	\$62,825,912.56	91.0717%
CHEMICAL SAFETY AND HAZARD INVESTIGATION BOARD(9565)	141	\$2,068,950.07	73	50.3448%	\$1,158,750.70	56.0067%

Department	Total Actions	Total Dollars	Completed Actions	% Completed Actions	Completed Dollars	% Completed Dollars
BROADCASTING BOARD OF GOVERNORS(9568)	8,098	\$404,072,934.67	6,731	83.1193%	\$350,232,205.26	86.6755%
CORPORATION FOR NATIONAL AND COMMUNITY SERVICE(9577)	948	\$72,905,463.49	746	78.6920%	\$61,155,551.00	83.8834%
COURT SERVICES AND OFFENDER SUPERVISION AGENCY(9594)	730	\$46,438,317.36	526	72.0548%	\$35,269,177.57	75.9484%
DEPT OF DEFENSE(9700)	13,052,751	\$284,212,161,914.32	12,729,541	97.5238%	\$166,326,973,833.64	58.5221%
Total	15,789,090	\$444,672,471,780.42	14,923,091	94.5152%	\$294,726,613,070.80	66.2795%
Total Excluding DOD	2,736,339	\$160,460,309,866.10	2,193,550	80.1637%	\$128,399,639,237.16	80.0196%

APPENDIX E

Noncompetitive Purchases — Management Instruction (SP S2-2015-1)

In addition to the SPs and Ps, the noncompetitive purchase management instruction (MI) outlines the noncompetitive process. The MI is available internally on the Postal Service Intranet site: <http://blue.usps.gov/cpim/ftp/manage/sps2151.pdf> and *a copy* is provided in this Appendix.

Management Instruction

Noncompetitive Purchases

This management instruction (MI) provides guidance to individuals involved in the purchase process, including the contracting officer and the requesting organization [purchase/supply chain management (SCM) team] on whether to purchase goods or services competitively or noncompetitively. This MI also establishes procedures for developing and evaluating a Noncompetitive Purchase Request (NPR) and for securing recommendations, endorsements, and approvals of such requests.

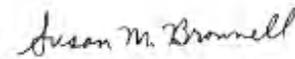
Scope

The following procedures apply to all noncompetitive purchases of supplies, services, and equipment; design, construction, and related services; and mail transportation and related services, except for purchases valued at less than \$10,000; such purchases may be made without following the processes contained in this MI. Information about noncompetitive purchases of real estate and related services is provided in Handbook RE-1, *Postal Service Facilities Guide to Real Property Acquisitions and Related Services*. See [Orders Against Ordering Agreements and Indefinite Delivery/Quantity Contracts](#) below for information on those subjects.

Purchase Method

As early as possible, the requesting organization should contact the relevant purchasing organization to discuss upcoming requirements and how they should be met. Topics to be addressed include market conditions, potential sourcing strategies, and purchase methods. In most cases, the competitive purchase method is best suited to meet the business objectives of the Postal Service™. Competition brings market forces to bear and allows comparisons of the relative value of competing proposals and prices. However, there are business situations in which the noncompetitive purchase method better suits the Postal Service's business objectives. Determining the appropriate purchase method is part of purchase planning and is discussed in 2-1, Develop Purchase Plan, and 2-10, Determine Extent of Competition, of the *Postal Service's Supplying Principles and Practices* (SPs and Ps). Whether the noncompetitive purchase method is the most effective business practice will depend on the particular purchase. As discussed in the SPs and Ps, four general business scenarios represent instances in which the noncompetitive method may best suit Postal Service

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Number SP S2-2015-1
Obsoletes SP S2-2011-1
Unit Supply Management



Susan M. Brownell
Vice President
Supply Management

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business objectives and therefore prove the most effective. The four scenarios are described below.

1. **Sole Source.** Only one supplier exists who is capable of satisfying a requirement.
2. **Industry Structure or Practice.** The industry producing or supplying the required goods or services is structured in a manner that renders competition ineffective; for example, when purchasing goods or services that are regulated, such as some utilities, or when purchasing from nonprofit or educational institutions that do not compete in the marketplace.
3. **Compelling Business Interests.** There is a business interest that is so compelling that purchasing noncompetitively outweighs the benefits of competition. These situations can include, but are not limited to, the urgency of the requirement, a supplier innovation that furthers Postal Service business objectives, or undue cost or delay would result from a contract award to a new supplier.
4. **Superior Performance.** A supplier's superior performance and its contributions to the Postal Service's business and competitive objectives merit award of a particular purchase. For example, extending the term or expanding the scope of a contract for substantially the same or similar goods or services when a supplier has performed at such a high level that the extension or expansion is well-deserved, or when a supplier's superior performance has made such performance beneficial to Postal Service operations.

Preliminary Purchase Method Recommendation

The purchase/SCM team must make a preliminary purchase method recommendation as to whether the purchase should be made competitively or noncompetitively. This should occur in the purchase planning phase, or if applicable, prior to the completion of the Justification of Expenditure or the Decision Analysis Report. The relevant purchasing organization will assist in conducting market research and provide any other needed expertise. If a recommendation is made to obtain goods or services noncompetitively, the requesting organization must develop a NPR, providing accurate and complete data in support of its request.

Noncompetitive Purchase Request

The requesting organization must submit the NPR to the contracting officer. If the estimated value of the purchase is \$1 million or more, then the contracting officer will forward a copy of the NPR to the Postal Service's Competition Advocate (CA) for that individual's review. The NPR must include the business scenario and rationale for the noncompetitive purchase. While the extent and detail of the request will depend on the particular purchase, its complexity, and its potential

dollar value, the following must be addressed in all cases (see the attachment to this MI for more detail):

1. Purpose — Purpose of the purchase.
2. Background — Past purchases, summary of contract for modifications, etc.
3. Scenarios/basis (Include only those that apply):
 - a. Sole source.
 - b. Industry structure or practice.
 - c. Compelling business interests.
 - d. Superior performance.
4. Market research — Other firms or products/services evaluated.
5. Company identity and history — Type of organization, prior customers, etc.
6. Estimated cost — Estimated cost.
7. Future Purchases — Plans for future competition.
8. Conflicts of interest or appearance of the loss of impartiality in the performance of official duties certification and nondisclosure statement:
 - A certification that the requestor(s) does not have a financial interest in any entity or party interested in the purchase that would give rise to a criminal financial conflict of interest (see 18 USC § 208) or a personal or business relationship that could lead a reasonable person with the relevant facts to question the requestor's ability to remain impartial in the selection process (see 5 CFR 2635.502 of the Standards of Ethical Conduct for Employees of the Executive Branch) and
 - A statement that the requestor(s) will not disclose any sensitive information during the purchasing process.
9. Required signatures of the requesting organization — The Noncompetitive Purchase Request must be signed by:
 - a. Its originator/preparer.
 - b. All responsible manager(s) in the requesting office's management chain.
 - c. Vice president of the requesting office if the estimated value of the noncompetitive purchase is expected to exceed \$250,000.

Competition Advocate Review and Advice

The CA is responsible for completing an independent review of the NPR for purchases valued at \$1 million or more. The CA provides independent advice for the contracting officer to consider in his or her evaluation and recommendation on the NPR. See SPs and Ps 2-10.3.4, Competition Advocate, for more information on the CA's responsibilities.

Contracting Officer Evaluation

The contracting officer must review the NPR and perform a written evaluation of the proposed supplier's past performance and supplier

capability and any other matter he or she believes will lead to a more informed and effective purchase decision. If the CA has provided recommendations, they must be addressed in the evaluation; if the CA has not provided any recommendations, this must be noted in the evaluation. The contracting officer must document his or her approval or disapproval if within his or her delegated authority, or forward his or her evaluation and recommendation as to whether the NPR should be approved or not through the management chain to the appropriate approval authority. The approval authority returns the recommendation with his or her approval/nonapproval to the contracting officer, who forwards a copy to the CA. Approval of the NPR does not constitute approval of contract award. The contracting officer is required to negotiate reasonable pricing and terms and conditions prior to contract award, including review of relevant competitive pricing, when applicable, and a determination that the contract price is fair and reasonable.

Collaboration

If the parties disagree as to purchase method, they should collaborate in order for the final purchase method determination or recommendation to be made. This collaboration will provide the requesting organization with the opportunity to bring forth any new or changed information which may affect the opinions of the contracting officer and approval authority (if applicable). The CA may assist in these deliberations.

Purchase Method Approval Authorities

The managers of the Facilities, Mail Equipment, Services, Supplies, and Transportation Portfolios within Supply Management may approve purchase method recommendations for noncompetitive purchase valued up to \$10 million, except for noncompetitive purchases of professional, technical, and consultant services valued at \$1 million or more. Purchase method recommendations for noncompetitive purchases of professional, technical, and consultant services valued at \$1 million or more and all other noncompetitive purchases valued at \$10 million or more must be reviewed and approved by the Vice President, Supply Management. Portfolio managers may delegate up to \$250,000 of their purchase method approval authority to subordinate Team Leaders or managers in the applicable purchasing organization. The appropriate authority's approval of the noncompetitive purchase method does not constitute approval of contract award. The contracting officer is required to negotiate reasonable pricing and terms and conditions prior to contract award, including a review of relevant competitive pricing, when applicable, and a determination that the contract price is fair and reasonable.

Purchase Plans

Purchase plans are required for purchases (competitive and noncompetitive) valued at \$1 million or more. For noncompetitive purchases, the purchase plan must be drawn up by the contracting officer after the noncompetitive purchase method has been approved by the appropriate authority (see SPs and Ps 2-1, Develop Purchase Plan, for more information).

Orders Against Ordering Agreements and Indefinite Delivery/Quantity Contracts

Orders against ordering agreements valued at \$10,000 or more must be competed or treated as a noncompetitive purchase subject to this MI and the SPs and Ps. Orders against competitively awarded indefinite delivery/quantity (IDIQ) contracts are considered competitive, but may be competed further among other IDIQ providers if in the best interests of the Postal Service. Orders against noncompetitively awarded IDIQs are considered noncompetitive, but only the original contract is subject to the noncompetitive procedures described in this MI and the SPs and Ps. See SPs and Ps 2-18, Select Contract Type, and 4-1, Ordering, for more information.

Modifications

Certain contract modifications may be subject to the noncompetitive processes detailed in this MI. See SPs and Ps, 5-8.8, Change Orders, for more information.

Documentation

The CO must ensure that all necessary documentation (NPR, CA advice, contracting officer evaluation and recommendation, price determinations, etc.) is included in the contract file. See SPs and Ps 2-40.3.2, Contract Files for Noncompetitive Contracts, for a complete list of necessary documentation.

Emergencies

When emergency conditions directly affect the safety or well-being of Postal Service personnel or may stop or seriously impede Postal Service operations, a contracting officer may approve an oral request for a noncompetitive purchase within his or her delegated noncompetitive approval authority. The requesting organization must follow up by addressing the appropriate elements of the Noncompetitive Purchase Request and sending it to the contracting officer. The contracting officer must include the Noncompetitive Purchase Request in the contract file.

Attachment

Noncompetitive Purchase Request

All requesting organizations must use the attachment to this MI, the Noncompetitive Purchase Request, to obtain approval for proposed noncompetitive purchases. If approval is granted, the contracting officer must include a copy of the request along with evidence of its approval in the contract file.

ATTACHMENT

Noncompetitive Purchase Request (Required)

Instructions. The noncompetitive purchase request should cover each area listed below. It is to be completed by the requesting organization. The relevant purchasing organization should be contacted for assistance as necessary. The depth of coverage depends upon the purchase's dollar value, importance, potential long-term impact, etc. Additional topics may be added if necessary to support the request.

1. Purpose

What is the purpose of the purchase? What Postal Service need will be met? What will be the benefit to the Postal Service? Is the item for test and evaluation or for functional or operational use? If for test and evaluation, what is the plan for purchase of additional quantities if the tests are successful?

2. Background

Describe past purchases of the same or similar products/services. If a contract modification is contemplated, provide a summary of the contract value, modifications, and period of performance.

3. Basis (Include only those applicable to your situation)

- a. *Sole Source.* A single supplier is capable of satisfying a requirement.
- b. *Industry Structure or Practice.* This is when the industry producing or supplying the required goods or services is structured in a manner that renders competition ineffective; for example, when purchasing goods or services that are regulated, such as some utilities, or when purchasing from nonprofit or educational institutions that do not compete in the marketplace.
- c. *Compelling Business Interests.* There is a business interest that is so compelling that purchasing noncompetitively outweighs the benefits of competition. These situations can include, but are not limited to, the urgency of the requirement, a supplier innovation that furthers Postal Service business objectives, or undue cost or delay would result from a contract award to a new supplier.
- d. *Superior Performance.* A supplier's superior performance and its contributions to the Postal Service's business and competitive objectives merit award of a particular purchase. For example, extending the term or expanding the scope of a contract for substantially the same or similar goods or services when a supplier has performed at such a high level that the extension is well deserved, or when a supplier's superior performance has made such performance beneficial to Postal Service operations.

4. Market Research

List other firms or products/services evaluated. State why their approach or product does not satisfy the Postal Service's needs. What source/product list has been screened? Estimate number of companies/individuals with similar products/services. Is the recommended source a manufacturer or dealer? Is the product commercially available? How long has it been on the market? How did you learn about the product/service?

5. Company Identity and History

Briefly define the type of organization, prior customers and contracts, and whether it has previously contracted with the Postal Service.

6. Estimated Cost

What's the estimated cost of the items or service? Estimate ancillary costs, such as maintenance, as well as total contract cost. If computer software is to be purchased, estimate cost of maintenance, upgrading, etc. What type of licensing arrangement does the company require? Estimate savings to the Postal Service over useful life of the product or result of the service. If modification of the item is required, estimate the cost of modification. What is the impact upon the Postal Service if the request is not approved?

7. Future Purchases

Describe plans to develop competition for subsequent purchases. Is there a specification adequate for competition? If not, what is being done to develop one? Describe the plans and proposed timetable.

8. Certifications of No Financial Conflict of Interest or Appearance of the Loss of Impartiality in the Performance of Official Duties

I certify that I and those persons whose interests are imputed to me by law, do not have a financial interest in any entity or party interested in this purchase. This includes any party or entity involved in the award of the purchase and any of its competitors.

I understand that the financial interests of the following persons are imputed to me by law:

- a. My spouse.
- b. My minor children.
- c. My general partner in any non-Postal Service business.
- d. An organization or entity in which I serve as officer, director, trustee, general partner or employee and
- e. A person with whom I am negotiating for or have an arrangement concerning prospective employment.

I also certify that, to the best of my knowledge, this purchase is not likely to have a direct and predictable effect on the financial interests of a member of my household, and that I do not have a covered relationship with any party or entity interested in this purchase or with anyone that represents a party or entity interested in this purchase. I understand that I have a covered relationship with:

- a. A person, other than a prospective employer, with whom I have or seek a business, contractual or other financial relationship that involves other than a routine consumer transaction.
- b. A person who is a member of my household or a relative with whom I have a close personal relationship.
- c. A person for whom my spouse, my parent or dependent child is, to my knowledge, serving or seeking to serve as an officer, director, trustee, general partner, agent, attorney, consultant, contractor or employee.
- d. A person for whom I have, within the last year, served as an officer, director, trustee, general partner, agent, attorney, consultant, contractor or employee.
- e. An organization, other than a political party, in which I am an active participant.

I also certify that I am not aware of any other circumstances that I believe would cause a reasonable person with knowledge of the relevant facts to question my ability to remain impartial in this purchase.

I understand that if I have a financial conflict of interest related to this purchase, or my participation in this purchase that would lead a reasonable person with the relevant knowledge to question my ability to remain impartial, that I am disqualified from participating in this purchase. I also understand that I must immediately stop all work on this purchase and consult with ethics counsel to determine if I may continue to participate in this purchase.

Nondisclosure

I understand that I may not disclose any nonpublic information to any party interested in this purchase nor allow the use of nonpublic information by any party interested in this purchase. Nonpublic information is information that I have gained by reason of my Postal Service employment and that I know or reasonably should know has not been made available to the general public.

9. Required Signatures of the Requesting Organization

Originator/Preparer Date

Title

All responsible manager(s) in the requesting organization's management chain.

_____		_____	
Name	Date	Name	Date
_____	_____	_____	_____
Title		Title	

Vice President* Date

*The vice president of the requiring organization must sign the request if the estimated cost of the purchase exceeds \$250,000.

APPENDIX F

Contracting Data Definitions

For purposes of this report, the following contract-related data terms and definitions are provided as follows:

- **Contract Action:** a new contract, delivery order, task order, work order, modification to, or termination of a contract
- **Commitments:** funding that is added to a contract against which payments are made. Commitments may extend over multiple fiscal years and are equivalent to contract obligations as reported by other agencies in the Federal Procurement Data System (FPDS-NG). However, not all contracts have committed funds. Therefore, the total committed values of the contracts will be different than spend against contracts within a fiscal year. An example of a non-committed contract is an Indefinite Delivery/Indefinite Quantity (IDIQ) contract that has a contractual minimum but orders are placed via the Postal Service on-catalog ordering system (eBuy2); the spend will occur against the contract but there will be no contractual commitments above the minimums of the contract. Commitments also include de-commitments that may occur during the life of a contract due to a reduction in scope or at the end of a contract during the contract close-out process to remove committed funds not spent.
- **Non-Personnel Operating Expenses:** expenses reported in the Postal Service 10-K and consisting of transportation and other expenses. The majority of the non-personnel operating expenses are based on “spend” (defined below) but also include some financial adjustments based on 10-K reporting standards. Capital spend within the year is reflected via depreciation over multiple years.
- **Spend:** payments to suppliers within a fiscal year. Spend may be for expense or capital purchases throughout the year. Spend may also be offset by credits from suppliers. This CA report does not classify spend into competitive or noncompetitive because spend may be against contracts awarded in previous years that have not been updated to reflect the competitive/noncompetitive classification. Spend may also be for local purchases (less than \$10K) and thus not against a contract but through credit cards or other local payment methods.